

Medium to Large Deals in Pipeline - Expansion: Total # Jobs Economic Development

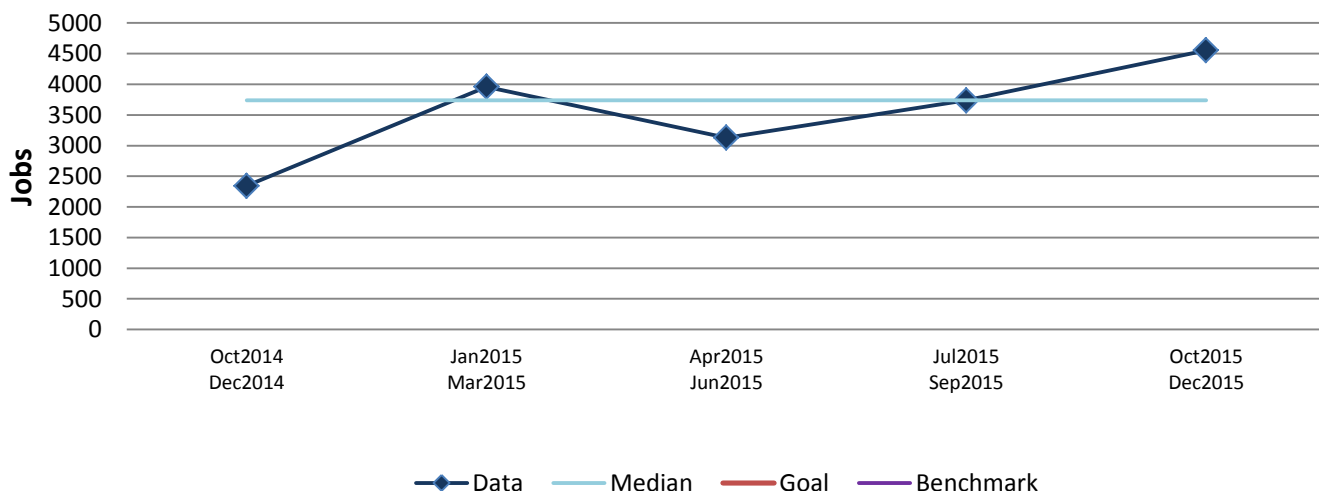


KPI Owner: Rebecca Fleischaker

Process: Business Expansion

Baseline, Goal, & Benchmark		Source Summary	Continuous Improvement Summary			
Baseline: TBD Goal: TBD		Data Source: Salesforce Goal Source: TBD Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem Measurement Method: Sum of company reported data Why Measure: Jobs added by existing Louisville businesses improves local economy and aligns with Metro Goal #7 Next Improvement Step: Increase total number of jobs added by existing Louisville businesses			
Benchmark: TBD						
How Are We Doing?						
Oct2014-Dec2015 5 Year Goal	Oct2014-Dec2015 5 Year Actual		Oct2015-Dec2015 Goal	Oct2015-Dec2015 Actual		
TBD	17,723		TBD	4,556		
Jobs	Jobs		Jobs	Jobs		

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The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.